

## Message Text

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46

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
----- 020620

P R 071110Z APR 75  
FM AMEMBASSY NEW DELHI  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 7937  
AMCONSUL BOMBAY  
AMCONSUL CALCUTTA  
AMCONSUL MADRAS

UNCLAS NEW DELHI 4609

E.O. 11652: N/A  
TAGS: BEXP, IN  
SUBJECT: SHIPBUILDING AND PORT EQUIPMENT TRADE MISSION

REFS: (A) USDOC 4743  
(B) NEW DELHI 3239

1. WE APPRECIATE THE DESIRABILITY FROM COMMERCE  
VIEW POINT OF HAVING SPECIFIC EXPRESSIONS OF INTEREST  
ON THE PART OF INDIAN FIRMS. HOWEVER, THE CAPABILITY OF  
THE US FIRMS IN THE FIELD (PARTICULARY SHIPBUILDING) IS NOT  
WELL KNOWN IN INDIA AND, WITH LITTLE OR NO INFORMATION ON THE  
US FIRMS, IT IS DIFFICULT TO GENERATE SPECIFIC ENTHUSIASM.  
THUS, WE ATTEMPTED TO DEVELOP INFORMATION ON SPECIFIC  
PROJECTS IN REF B, WHICH, COUPLED WITH PREVIOUS MARKET  
RESEARCH COULD SERVE AS A BASIS FOR A DECISION ON  
WHETHER TO COME TO INDIA.

2. IN ADDITION TO INFORMATION IN REF B BOTH COCHIN  
AND MANGALORE HARBOR EXPANSIONS INVOLVE  
DREDGING CONTRACTS AND THE COCHIN AND TUTICORIN PORT  
EXPANSIONS WITH REGARD TO OIL AND FERTILIZER UNLOADING  
BERTHS OFFER OPPORTUNITIES. ALSO, COAL TRANSFER  
HANDLING FACILITIES FROM MADRAS PORT TO THE ENNORE  
THERMAL POWER STATION MAY ALSO BE A POTENTIALLY PROFITABLE  
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BUSINESS LEAD.

3. THE CONSUMMATION OF DIRECT SALES WILL, HOWEVER,  
DEPEND UPON US COMPANIES BEING ABLE TO PROVIDE  
ACCEPTABLE LONG-TERM FINANCING.SAXBE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975NEWDE04609  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750119-0942  
**From:** NEW DELHI  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Line Count:** 65  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 USDOC 4743  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 25 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <25 JUN 2003 by RuthemTJ>; APPROVED <16 JAN 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SHIPBUILDING AND PORT EQUIPMENT TRADE MISSION  
**TAGS:** BEXP, IN  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006